

to

## **SWC# 235 Industrial Supplies Contract** **Information and Special Instructions**

**Summary/Background Information:** The intent of this statewide contract is to provide Industrial Supplies to State Agencies and local governments. It is a discount from catalog contract that consists of seven (7) product categories which receive a percentage off catalog items by subcategory. The contracts by category are listed below.

**Please note:** Only products that fall under the categories mentioned in these instructions are considered to be contract items. **Items over \$5000 in value may be considered assets and are not listed on Smartshop, but still may be covered by the contract. Please check with the contract administrator for covered items.** Also, any item outside these contract categories should be purchased from another appropriate contract, or using Local Purchase Authority procedures, as applicable.

| Category              | Award Winner                                 |
|-----------------------|--|
| Commercial Cleaning   | Fastenal, W.W. Grainger, Benefast Inc.       |
| General Industrial    | Fastenal, W.W. Grainger, Benefast Inc.       |
| HVAC                  | Fastenal, W.W. Grainger, Better Days & Nites |
| Lighting & Electrical | Fastenal, W.W. Grainger, Benefast Inc.       |
| Plumbing              | Fastenal, W.W. Grainger, Better Days & Nites |
| Safety                | Fastenal, W.W. Grainger, Benefast Inc.       |
| Security              | Fastenal, W.W. Grainger, Benefast Inc.       |

**Categories and Catalog Discount Listing-** It is advised that you compare final net pricing on all items since the discount listed below is based off the catalog price which varies by vendor.

| Commercial Cleaning<br>Sub-Categories | Grainger | Fastenal | Benefast |
|---------------------------------------|----------|----------|----------|
| Air Fresheners                        | 40.0%    | 35.0%    | 15.0%    |
| Bathroom Cleaners                     | 45.0%    | 35.0%    | 15.0%    |
| Brooms, Mops, and Accessories         | 52.0%    | 35.0%    | 15.0%    |
| Carts and Hand Trucks                 | 50.0%    | 25.0%    | 15.0%    |
| Cleaning Tools                        | 50.0%    | 40.0%    | 15.0%    |
| Cloth Wipers and Rags                 | 50.0%    | 35.0%    | 15.0%    |
| Dust Mops and Accessories             | 55.0%    | 35.0%    | 15.0%    |

|                               |       |       |       |
|-------------------------------|-------|-------|-------|
| Floor Care                    | 50.0% | 40.0% | 15.0% |
| Indoor and Outdoor Trash Cans | 45.0% | 30.0% | 15.0% |
| Industrial Chemicals          | 50.0% | 35.0% | 15.0% |
| Liquid Hand Soap & Dispensers | 30%   | 25%   | 15%   |
| Urinal Screens                | 40.0% | 30.0% | 15.0% |
| Wet Mops and Accessories      | 53.0% | 40.0% | 15.0% |

| <b>Industrial Supplies Sub-Categories</b>     | <b>Grainger</b> | <b>Fastenal</b> | <b>Benefast</b> |
|---|-----------------|-----------------|-----------------|
| Abrasives                                     | 35.0%           | 30.0%           | 15.0%           |
| Batteries                                     | 50.0%           | 30.0%           | 15.0%           |
| Bolt Assortment Kits                          | 55.0%           | 60.0%           | 15.0%           |
| Cable and Wire Rope                           | 47.0%           | 45.0%           | 15.0%           |
| Cargo Tie Downs                               | 50.0%           | 35.0%           | 15.0%           |
| Carts and Hand Trucks                         | 50.0%           | 25.0%           | 15.0%           |
| Ceiling Tiles                                 | 45.0%           | 30.0%           | 10.0%           |
| Chains and Ratchet Sets                       | 50.0%           | 40.0%           | 10.0%           |
| Clear Plastic Bags                            | 47.0%           | 30.0%           | 10.0%           |
| Concrete Repair Products                      | 55.0%           | 30.0%           | 10.0%           |
| Fasteners                                     | 55.0%           | 60.0%           | 15.0%           |
| Generators                                    | 35.0%           | 25.0%           | 10.0%           |
| Hand Tools                                    | 35.0%           | 35.0%           | 10.0%           |
| Hydraulics                                    | 30.0%           | 30.0%           | 10.0%           |
| Ladders, Platforms and Scaffolding            | 50.0%           | 27.0%           | 15.0%           |
| Landscaping Tools                             | 47.0%           | 35.0%           | 10.0%           |
| Lubricants                                    | 35.0%           | 30.0%           | 10.0%           |
| Machining                                     | 30.0%           | 25.0%           | 10.0%           |
| Packaging Wrap and Accessories                | 50.0%           | 25.0%           | 10.0%           |
| Pneumatic Compressors, Tools, and Accessories | 37.0%           | 30.0%           | 10.0%           |
| Power Tools and Accessories                   | 27.0%           | 32.0%           | 10.0%           |
| Push Mower Parts                              | 25.0%           | 25.0%           | 10.0%           |

|                                   |       |       |       |
|-----------------------------------|-------|-------|-------|
| Racks, Shelving, and Pallet Racks | 47.0% | 30.0% | 10.0% |
| Saw Blades                        | 38.0% | 32.0% | 15.0% |
| Sealants and Cements              | 45.0% | 30.0% | 10.0% |
| Storage Bins, Lockers and Tanks   | 47.0% | 30.0% | 10.0% |
| Tapes                             | 47.0% | 30.0% | 10.0% |
| Test Instruments                  | 25.0% | 25.0% | 10.0% |
| Welders and Accessories/Equipment | 32.0% | 35.0% | 10.0% |
| Work Benches                      | 47.0% | 25.0% | 10.0% |

| <b>HVAC Sub-Categories</b>       | <b>Grainger</b> | <b>Fastenal</b> | <b>Brighter Days&amp; Nites</b> |
|----------------------------------|-----------------|-----------------|---------------------------------|
| Air Conditioner Accessories      | 40.0%           | 35.0%           | 8.0%                            |
| Electric Fans                    | 40.0%           | 30.0%           | 8.0%                            |
| HVAC Parts and Supplies          | 40.0%           | 35.0%           | 11.0%                           |
| HVAC Thermostats and Controllers | 35.0%           | 30.0%           | 11.0%                           |
| Pleated Filters                  | 55.0%           | 40.0%           | 11.0%                           |
| Refrigeration Supplies           | 35.0%           | 30.0%           | 5.0%                            |

| <b>Lighting Sub-Categories</b>  | <b>Grainger</b> | <b>Fastenal</b> | <b>Benefast</b> |
|---------------------------------|-----------------|-----------------|-----------------|
| Ballast & Lamp Recycling Kits   | 50.0%           | 30.0%           | 10.0%           |
| Circuit Breakers and Fuses      | 55.0%           | 35.0%           | 10.0%           |
| Clamp Meters                    | 30.0%           | 30.0%           | 10.0%           |
| Electric Motors and Accessories | 40.0%           | 30.0%           | 10.0%           |
| Electrical Safety Accessories   | 45.0%           | 35.0%           | 10.0%           |
| Extension Cords                 | 40.0%           | 35.0%           | 10.0%           |
| Fixtures                        | 50.0%           | 30.0%           | 10.0%           |
| Flashlights                     | 50.0%           | 30.0%           | 10.0%           |
| Fluorescent Lamps               | 57.0%           | 30.0%           | 10.0%           |
| General Purpose AC Motors       | 40.0%           | 30.0%           | 10.0%           |
| Head Lamps                      | 50.0%           | 30.0%           | 10.0%           |
| LED Lamps                       | 53.0%           | 30.0%           | 10.0%           |
| Metal Halide Lamps              | 45.0%           | 30.0%           | 10.0%           |
| Plugs                           | 55.0%           | 35.0%           | 10.0%           |

|  |       |       |       |
|--|-------|-------|-------|
| Security Lights                        | 46.0% | 30.0% | 10.0% |
| Solenoids                              | 45.0% | 40.0% | 10.0% |
| Switches                               | 50.0% | 35.0% | 10.0% |
| Tapes                                  | 45.0% | 30.0% | 10.0% |
| Terminals                              | 47.0% | 35.0% | 10.0% |
| Test Instruments                       | 25.0% | 25.0% | 10.0% |
| Wire, Conduit, Cables, and Accessories | 45.0% | 35.0% | 10.0% |

| <b>Plumbing Sub-Categories</b>            | <b>Grainger</b> | <b>Fastenal</b> | <b>Brighter Days &amp; Nites</b> |
|---|-----------------|-----------------|----------------------------------|
| Ball Valves                               | 40.0%           | 25.0%           | 18.0%                            |
| Bathroom Hardware                         | 50.0%           | 30.0%           | 12.0%                            |
| Copper Pipes and Accessories              | 50.0%           | 35.0%           | 12.0%                            |
| Diaphragm Pumps                           | 40.0%           | 20.0%           | 12.0%                            |
| Faucet/Valve Replacement Parts            | 50.0%           | 40.0%           | 18.0%                            |
| Faucets                                   | 43.0%           | 40.0%           | 17.0%                            |
| Fixtures                                  | 45.0%           | 30.0%           | 17.0%                            |
| Galvanized Pipes and Accessories          | 40.0%           | 35.0%           | 17.0%                            |
| Gas Engine Water & Trash Pumps            | 33.0%           | 20.0%           | 17.0%                            |
| Gasket Materials                          | 35.0%           | 35.0%           | 17.0%                            |
| Hose Couplers & Accessories               | 43.0%           | 40.0%           | 17.0%                            |
| Hydronic Heating                          | 45.0%           | 25.0%           | 17.0%                            |
| Levels                                    | 30.0%           | 25.0%           | 17.0%                            |
| PVC Pipes and Accessories                 | 47.0%           | 35.0%           | 11.0%                            |
| Sewage Ejectors, Submersible & Sump Pumps | 38.0%           | 30.0%           | 11.0%                            |
| Shut-Off Valves                           | 45.0%           | 25.0%           | 11.0%                            |
| Solenoids                                 | 45.0%           | 40.0%           | 11.0%                            |
| Test Instruments                          | 25.0%           | 25.0%           | 11.0%                            |
| Thermostatic Mixing Valve                 | 45.0%           | 25.0%           | 11.0%                            |
| Toilets and Accessories                   | 40.0%           | 40.0%           | 11.0%                            |
| Tubs and Showers                          | 45.0%           | 35.0%           | 18.0%                            |
| Valve Caps                                | 35.0%           | 25.0%           | 11.0%                            |

|                                 |       |       |       |
|---------------------------------|-------|-------|-------|
| Water Filters                   | 45.0% | 40.0% | 11.0% |
| Water Fountains                 | 45.0% | 35.0% | 8.0%  |
| Water Heaters up to 100 Gallons | 45.0% | 40.0% | 5.0%  |

| <b>Safety Sub-Categories</b>              | <b>Grainger</b> | <b>Fastenal</b> | <b>Benefast</b> |
|---|-----------------|-----------------|-----------------|
| Cooling Products                          | 37.0%           | 35.0%           | 10.0%           |
| Detection and Alarm Devices               | 30.0%           | 25.0%           | 10.0%           |
| Disposable Gloves                         | 53.0%           | 40.0%           | 15.0%           |
| Earplugs                                  | 47.0%           | 30.0%           | 15.0%           |
| Electrical Safety Accessories             | 45.0%           | 30.0%           | 10.0%           |
| Environmental and Industrial Oil Sorbents | 50.0%           | 35.0%           | 10.0%           |
| Ergonomics                                | 47.0%           | 30.0%           | 10.0%           |
| Eye Wash & Drench Shower Products         | 47.0%           | 30.0%           | 10.0%           |
| Fall Protection                           | 42.0%           | 30.0%           | 15.0%           |
| Hard Hats and Accessories                 | 50.0%           | 30.0%           | 15.0%           |
| Marking and Safety Tape                   | 45.0%           | 30.0%           | 15.0%           |
| Non-Disposable Gloves                     | 50.0%           | 40.0%           | 15.0%           |
| Respirator Mask                           | 45.0%           | 35.0%           | 10.0%           |
| Safety Cans                               | 50.0%           | 30.0%           | 10.0%           |
| Safety Signs                              | 47.0%           | 30.0%           | 15.0%           |
| Safety Eyewear                            | 55.0%           | 30.0%           | 15.0%           |
| Security Lights and Signs                 | 47.0%           | 30.0%           | 10.0%           |
| Tarps                                     | 40.0%           | 30.0%           | 10.0%           |

| <b>Security Sub-Categories</b> | <b>Grainger</b> | <b>Fastenal</b> | <b>Benefast</b> |
|--------------------------------|-----------------|-----------------|-----------------|
|--------------------------------|-----------------|-----------------|-----------------|

|                                      |       |       |       |
|--------------------------------------|-------|-------|-------|
| Dead Bolt Locks                      | 40.0% | 50.0% | 10.0% |
| Door Handles, Locks, and Accessories | 40.0% | 50.0% | 10.0% |
| Lock Boxes & Key Cabinets            | 30.0% | 55.0% | 10.0% |
| Padlocks                             | 25.0% | 55.0% | 10.0% |
| Safety Barriers and Tape             | 30.0% | 40.0% | 10.0% |

### State Contract

#### Administrator:

Michael Neely

Category Specialist

Central Procurement Office

(615) 741-5971

[Michael.T.Neely@tn.gov](mailto:Michael.T.Neely@tn.gov)

Please contact me with any questions about additional volume discounts, or pricing concerns.

#### Vendor Contact Information:

Company name Grainger  
 Contract Number 62707  
 Vendor Number 0000000499  
 Name of contact person Nate Nevala  
 Position of contact Government Sales Manager  
 Phone number(s) of contact 763-232-0245  
 Email address of contact [Nare.Nevala@Grainger.com](mailto:Nare.Nevala@Grainger.com)

Company name Benefast  
 Contract Number 62715  
 Vendor Number 0000220488  
 Name of contact person Tawnee Bennett  
 Position of contact Contract Administrator  
 Phone number(s) of contact 615-331-3747  
 Email address of contact [Tawnee@Benefast.com](mailto:Tawnee@Benefast.com)

Company name Fastenal  
 Contract Number 62716  
 Vendor Number 0000000594  
 Name of contact person Bill Franssen  
 Position of contact Director of Sales  
 Phone number(s) of contact 757-342-6123  
 Email address of contact [Wfransse@fastenal.com](mailto:Wfransse@fastenal.com)

Company name Brighter Days & Nites  
 Contract Number 62718



|                            |  |
|----------------------------|--|
| Vendor Number              | 0000000317   |
| Name of contact person     | Chanel Sallie  |
| Position of contact        | Contract Administrator   |
| Phone number(s) of contact | 901-775-1902   |
| Email address of contact   | <a href="mailto:csallie@bdnincorp.com">csallie@bdnincorp.com</a> |

Placing an order- The various methods of placing an order by vendor is listed below.

W.W. Grainger:

Direct Contact: Nate Nevala @ 763-232-0245 or [Nate.Nevala@Grainger.com](mailto:Nate.Nevala@Grainger.com)

Customer Email: [CustomerSupport@Grainger.com](mailto:CustomerSupport@Grainger.com)

Phone: 800-472-4643

Fax Number: 615-255-0311

TN Smart Shop: Available 6/3/19

Benefast:

Direct Contact: Amanda Wiese at [contracts@benefast.com](mailto:contracts@benefast.com)

Fax orders: Amanda Wiese@ 888-304-5678

Phone Orders: Kellen Bennett @ 615-331-3747

TN Smart Shop: Available 4/28/21

Fastenal:

Direct Contact: Chad Wampler @ 615-838-3470 or [Cwampler@fastenal.com](mailto:Cwampler@fastenal.com)

Customer Service: 833-790-9932 or [tngovsales@fastenal.com](mailto:tngovsales@fastenal.com)

Fastenal Link: <https://www.fastenal.com/en/4172/tennessee>

TN Smart Shop: Available 8/12/19

Brighter Days & Nites:

Direct Contact: Chanel or Dorothy @ 901-619-3829 or [dlsinclair@bdnincorp.com](mailto:dlsinclair@bdnincorp.com)

Fax Number 901-775-1905

TN Smart Shop: Now Has a Hosted Catalog

**Contract Period:**

Total number of years if all options are exercised: 5

- Initial one year contract term with four, one-year options to renew
- Start date: June 1, 2019
- Initial end date: May 31, 2020
- Final end date: May 31, 2024



**Special Instructions:**

To purchase from SWC 235 – MRO and Industrial Supplies, a special request can be created in Edison or purchasing can be made through the punch-out in TN SmartShop.

**Punch-out** refers to the process by which items purchased from the online catalog in TN SmartShop are automatically linked to the vendors' e-commerce website, hence the term "punch-out." The TN SmartShop user interface is designed to provide buyers with a user-friendly shopping experience.  
Send the contract released order to the Contractor and follow all applicable purchasing procedures.

**Requisition and Purchase Order Generation:**

For information on how to create a requisition and/or purchase order please click on the "Agency Upgrade User Guide" link on the following page: <https://www.teamtn.gov/cpo/learning-development/cpo-job-aids.html>

**Billing and Payment Instructions:**

Follow your agency specific rules for bill and payments.